

## Resume

**John E. Shirey**  
**14 Edmund Circle**  
**Atkinson, NH 03811**

**Home: 603-362-6406**  
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**Paymentech, Inc.**

**Office: 603-896-8449**  
**jshirey@paymentech.com**  
**Salem, NH**

**September 1996 to Present**

### **Senior Director Electronic Commerce**

Following the acquisition of Litle & Co. by First USA, Inc., Paymentech, Inc. became a separate public company. Assigned responsibility to develop and execute e commerce strategy. Established strategies which included major technology partner relationships, proprietary product development and sales & marketing initiatives. Company is now seen as preferred provider in e commerce payment processing. Have participated in closing new business with major clients both in US and UK. Implemented first e mail merchant reporting system in US and first use of Internet for general merchant processing in lieu of private telcos. Have received significant press coverage in industry publications. In 1998 assumed additional responsibilities to develop International processing services and build International business partnerships.

**Litle & Company, Inc.**

**September 1995 to September 1996**

**Salem, NH**

### **Vice President New Business Development**

Returned to this company at the invitation of the Chairman to develop new strategic business opportunities. Established new team of business managers and MIS developers. Designed, developed and took to market multiple electronic commerce transaction processing services. Created functional specifications of major new system to service the direct marketing and interactive services industries. Business unit spun off as a separate corporation.

**Electronic Card Systems, Inc.**

**January 1994 to September 1994**

**Los Angeles, Ca.**

### **Director Eastern Region Operations**

Sales and marketing role to solicit major clients and develop independent sales organizations of this specialty credit card processing firm. Established marketing program, merchant pricing and sales commission plans. Formed relationships with major U.S. rep organizations and independent agents. New merchant monthly application volume increased by 100%.

**Rogal America, Inc.**

**November 1992 to January 1994**

**Newton, Ma.**

### **Executive Vice President, Chief Operating & Financial Officer**

Assumed challenge to develop the organization and build capabilities in this \$5 million specialty business providing hotel reservation services for the convention and meeting industry. Completed initial reorganization and hiring of senior management. Assisted in securing major new clients resulting in 25% sales increase. Implemented improved operating and financial controls, formalized planning and management processes, and launched new strategic initiatives.

**Litle & Company, Inc.**

**November 1987 to November 1992**

**Salem, NH**

### **Vice President Business Development and Major Accounts Business Manager**

**April 1992 to November 1992**

Assumed this newly created position to leverage knowledge and skills to manage the revenue of the largest customers accounting for 40% of revenue. Responsibilities included senior level client negotiations, and insuring strategic partnership relationships were developed with the major clients.

### **Vice President Finance & Administration**

**November 1987 to April 1992**

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Responsible for all financial, personnel, administrative and planning functions of this credit card processing company with sales growth from \$3 to \$55 million in five years. Assisted in creation of equity participation plan for senior management. Implemented formal budgeting and planning processes, established profitability analysis systems, set up credit, collection and risk management functions while building Finance and Human Resources organizations. Established compensation and performance appraisal systems and revamped employee benefit programs. Secured equipment leasing credit lines for \$1 million and increased emergency credit facilities from \$1.5 to \$6 million. Negotiated major vendor and customer contracts, including customer pricing and services provided. Company was ranked 16th by INC Magazine in 1991 and received Small Business Association of New England Award in 1990.

**ANASCO Corp.**

**August 1986 to October 1987**

**Danvers, Ma.**

### **Director of Marketing**

Developed Strategic Business Plan and secured \$1.6 million venture capital start-up investment. Created and implemented initial marketing programs which produced \$1 million annual sales rate for this marketer of industrial electronic instruments.

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British Isles Collection

October 1985 to August 1986

Boston, Ma.

### **Vice President & Controller**

Entrepreneurial challenge to expand markets and distribution of this \$4 million apparel marketer. Developed secondary products and distribution, while reducing marketing costs by 10%. Restructured financial reporting systems to establish standard cost accounting system, product sales forecasting system and improved cash management processes.

Wright Line, Inc.

December 1976 to October 1985

Worcester, Ma.

### **Division Director - Computer Supplies Division**

General management position with full P&L responsibility for this newly created division of a \$120 million manufacturing company. Sales increased from \$3.5 to \$7 million in one year. Profitability was attained and new market segments were successfully penetrated.

### **Marketing Manager - Computer Supplies Division**

Developed operating plans to penetrate the computer and office supplies market. Increased product line from 300 to over 1000 items, improved gross margin by 5% points and achieved 50% revenue growth. Built divisional marketing, service and product management organizations.

### **Marketing Operations Director**

Broad management position directing both line operations and staff support functions for this \$120 million manufacturing company. Responsibilities included: Inventory Management, Customer Service, Warehousing and Distribution, Production Planning, MIS Development, Government Contract Management and Sales Compensation Management.

### **Sales Planning and Analysis Manager**

Planning and analysis function for the sales and marketing department.

Reed Rolled Thread Die Co.

November 1975 to December 1976

Holden, Ma.

### **Chief Accountant**

General accounting position for this manufacturer of machine tools and related equipment.

Wright Line, Inc.

May 1972 to November 1975

Worcester, Ma.

Positions held included General Accountant, General Accounting Supervisor and Financial Analyst.

## Education

Boston University, BSBA, 1972  
1978

Babson College, MBA,

## Other Professional and Personal

College Instructor: Previously at Assumption College and Nichols College

Civic Activities: Congregational Church - Past Treasurer

Junior Achievement - Past Vice President and Fund Raising Chairman

Date of Birth: March 19, 1950

Married, Two Children, Excellent Health

Hobbies & Interests: Skiing, Fly Fishing, Sailing, Golfing, Home Construction and Jogging

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